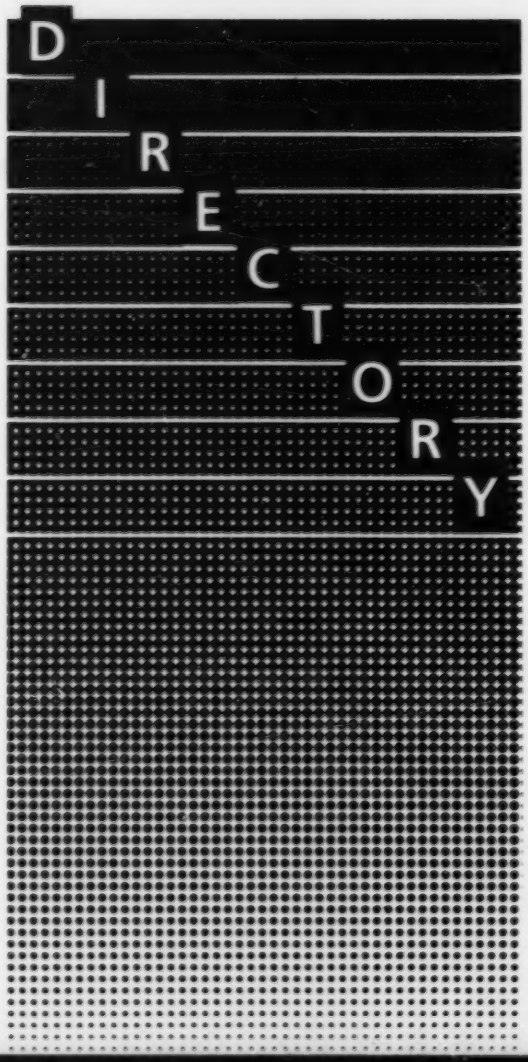
Health Care Products and Capabilities in Alberta



A Dynamic Sector

Since the late 1970s, universities, research agencies, industry, government and private investors world wide have co-operated to foster the development of a health care industry in Alberta. The government of Alberta is committed to the advancement of this sector, having identified it as a key target area for economic opportunities.

The result of this thrust can be seen in the co-operative efforts between Alberta's research-oriented universities and industry. Leading-edge technology is being transformed into niche products and services with global appeal by industry leaders.

A Bridge To Global Markets

A strong health care industry requires a solid and extensive infrastructure. The government is committed to providing Alberta's technology intensive companies with a bridge to a successful health care future.

Dramatic advances are being made in the treatment of burn victims. At Foothills Hospital, an expert team of care-givers help the patient along the road to recovery.

The **Alberta Heritage Foundation for Medical Research** (AHFMR) supports medical research at Alberta universities and their affiliated hospitals. Over 150 senior scientists have been recruited from Canada and around the world to conduct a wide variety of basic and clinical research. Heritage researchers are being recognized internationally for

their pioneer work in areas such as infectious diseases, cardiac care, diabetes and nerve regeneration.

"The programs of the Foundation have produced a unique medical research milieu that is likely not matched elsewhere in the world."

DR. JACK LAIDLAW,
CHAIRMAN,
INTERNATIONAL BOARD OF REVIEW

Established in 1979 by the government of Alberta with a $300 million endowment, AHFMR has contributed more money per capita for medical research than any other province, state, or country in the world. The investment earnings support the Technology Transfer Program and major personal awards and grants for Heritage Medical Scientists, Scholars and Clinical Investigators.

In the three stage Technology Transfer Program, the first two phases support the earliest developmental stages of commercialization. The third phase, called the Medical Innovation Program, supports the later stages with funding of up to $500,000 to university/industry teams.

The **Alberta Foundation for Nursing Research** has contributed to the dramatic increase in nursing research within the Province. In 1982, Alberta became the first province or state in the Western world to dedicate funding to nursing research. Since that time, the Foundation has made over 200 awards in seven categories to nurse researchers for a total of $1.7 million. Through the research it sponsors, the Foundation aims to:

- enhance the expertise and competence of nurses in the design and conduct of research projects,
- encourage the development of projects which incorporate innovations into the organization and delivery of nursing care,
- encrease the awareness of nurses in Alberta about the importance of nursing research in developing and extending nursing knowledge and the opportunities to develop their potential in research,
- encrease the number of nursing research projects related to nursing practice, and the opportunities for communicating nursing research findings,
- eommunicate to the public the need to create conditions which will increase and facilitate nursing research and the importance of nursing research in improving patient care.

The **Alberta Cancer Board** promotes interaction between basic and clinical cancer research to expedite the transfer of new inventions to cancer therapy. Clinicians and scientists participate in unique and collaborative research studies including molecular genetics, radiobiology, nuclear medicine, radiopharmacy, radiation oncology and medical oncology.

Some of the research products developed include specialized software developments for treatment application, novel radiopharmaceuticals and imaging agents.

The Board offers programs in northern and southern Alberta. The Northern Alberta Cancer Program is offered at the Cross Cancer Institute in Edmonton and through associated clinics in Grande Prairie, Peace River, Fort McMurray and Red Deer. The Southern Alberta Cancer Program is offered at the Tom Baker Cancer Centre in Calgary and through associated clinics in Lethbridge and Medicine Hat.

INNOGENICS was established in 1990 by the Alberta Cancer Board and Vencap to help fast-track and commercialize the work of Dr. Malcolm Paterson, a Heritage Medical Scientist. Innogenics is working on the development of genetic markers to predict which women with node-negative breast cancer are at high risk for early relapse.

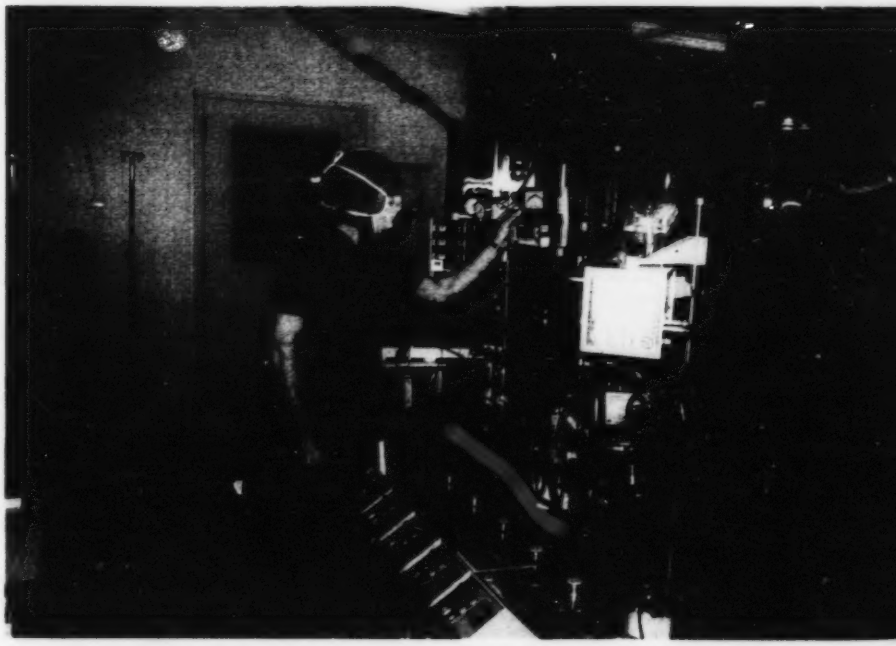
The Alberta Foundation for Nursing Research enhances the role nurses play within the province's health care system.

Alberta University Initiatives

The University of Alberta Biomedical Design Centre was established in 1987 by the Faculty of Medicine with assistance from the Alberta Heritage Foundation for Medical Research. Its primary mandate is to develop instrumentation to promote advanced research in the medical sciences. Examples of devices which are currently under development include:

- laser-injected nuclear magnetic resonance probes,
- instrumentation designed for the quantitative harvesting, processing and analysis of human pancreatic islet cells for transplantation,
- thermal reactors capable of driving specific chemical- and enzyme-mediated reactions with extreme precision,
- robotic systems for the performance of high-risk clinical reactions such as contaminated blood processing,
- computer-controlled chromatographic purification systems employing artificial intelligence,
- extended precision image analysis processors.

The objectives of the University of Alberta's Intellectual Property and Contracts Office are to enhance and expand the research horizons of the University; to facilitate intellectual property transfer out of the University; and to achieve financial recovery on intellectual property transfer.



Patient care equipment in the operating room of Edmonton's University of Alberta Hospitals.

The University's Patent Policy encourages researchers to consider the invention potential of their work and to disclose it to the University. Under the Policy, an inventor can choose to seek patent protection and a commercial partner on his/her own, or offer the technology to the University to patent and commercialize, with the University covering the costs. While the University is just in the early phases of writing licenses for its technologies, it continues to encourage faculty, staff and students

to consider the commercial potential of their research. Companies such as Chembiomed Ltd., Biomira Inc., and Synthetic Peptides Inc., are examples of joint ventures with the University.

The mandate of The University of Calgary's **University Technologies International, Inc.** (UTI) is to transfer technologies and products developed at the University and Foothills Provincial General Hospital to the private sector. UTI is involved in licensing these technologies and new products – software, pharmaceuticals, test kits, medical devices and biotechnology to companies world-wide.

UTI provides its clients with: assessment of the commercial potential of the product or technology and idea protection; market analysis, determination of the economic feasibility and commercialization recommendations; and negotiation of a mutually acceptable agreement for the inventor and the University.

Calbiotronix Inc. is a division of UTI. A research and development company, its focus is the development of a device to facilitate healing of damaged soft tissues, primarily ligaments, through the use of electrical stimulation.

High-Tech Health Care Environments

The University of Alberta Hospitals Clinical Engineering Department provides engineering and management of health care technology by supporting and developing equipment and devices used for patient care. The University of Alberta Hospitals is a major tertiary care and referral centre for the people of Alberta, western Canada, the Yukon and the Northwest Territories with 843 acute in-patient beds, 387 extended care beds and a variety of out-patient diagnostic and treatment services. It provides a wide range of health care programs, most of which require a significant and increasing dependency on existing and new health care technologies.

In such a high-tech health care environment, the Clinical Engineering Department fulfils a vital role by providing technical support and maintenance of all patient care equipment; clinical user training in the safe and effective use of patient care equipment; operational support for specialized critical care equipment; health technology assessment and equipment evaluations; and health technology research and development.

Foothills Hospital is southern Alberta's university hospital and the regional referral, teaching and research centre. This 1,000-bed facility serves nearly one-half million individuals each year on both an in-patient and out-patient basis. It has specialized regional programs in the areas of renal dialysis, poison and drug information and bone marrow transplantation.

The Hospital's 180-bed auxiliary facility has a multidisciplinary team of professionals which offer a holistic approach to long-term care. More than 80 out-patient specialty programs have also been developed to meet the specific needs of the community, including the Southern Alberta HIV Clinic.

The Foothills Medical Centre is comprised of the Foothills Hospital in partnership with the University of Calgary's Faculty of Medicine and the Alberta Cancer Board's Tom Baker Cancer Centre. This collaboration integrates specialized regional programs in burns and body injury, cancer, heart disease, high risk maternal and newborn care, and transplantation of organs and tissues.

The Red Deer Regional Hospital Centre is a regional referral centre providing a broad range of acute and long-term care and health services. The Centre operates 349 acute and 388 long-term care beds in five facilities. A broad range of services - laboratory, diagnostic imaging, dietetics, physiotherapy, pharmacy and contract management are provided to smaller facilities in the area.

Two products under development for commercial distribution include PHARMHAND and The Sneaker. The PHARMHAND automation system is a robotic workcell being jointly developed by the Red Deer Regional Hospital Centre and the Alberta Research Council. It is designed to interface directly with automated order-entry systems while capturing and reporting patient drug profiles through a built-in pharmacy management system. The Sneaker is a mechanical cart lift and conveyance device designed to transport exchange carts, etc. throughout a hospital complex quickly and quietly without damaging the building.

The Grey Nun's Hospital Biomedical Engineering Department provides support and expertise to the Hospital in the management of its technological resources, and participates in the evaluation, standardization and acceptance testing of medical products and technology. The Department also provides clinical engineering support to Alberta's rural hospitals.

Biomedical Engineering supports research within the Hospital with its capabilities for simple electronic design and construction; analog-to-digital signal acquisition and processing; electronic equipment modifications and enhancements; and EPROM programming and microprocessor-based design and development. The Department is working with Dr. Edwardo Bruera, inventor of the Edmonton Injector – a patient-controlled infuser for long-term subcutaneous administration of analgesics for control of pain primarily in a palliative care situation.

The Glenrose Rehabilitation Hospital provides both in-patient and ambulatory patient care to adults and children with complex needs or conditions who are disabled through prenatal or perinatal events, diseases, accidents or environmental influences. Committed to rehabilitative research – the Hospital is expanding its endeavors. Comprehensive treatment is provided by multidisciplinary teams of professionals who work

The PHARMHAND automation system, jointly developed by the Red Deer Regional Hospital Centre and the Alberta Research Council.

in partnership with patients and families to provide diagnosis, evaluation and treatment of persons with physical, psychological, social and education or other special needs. The clinical staff are highly regarded for their research, assessment and treatment, particularly in speech development, scoliosis, evoke potential in neonates, neonatal follow-up and rehabilitation for patients with total joint replacement.

Edmonton Hospitals Technology Commercialization Group (EHTGC) is an inter-hospital network encouraging commercialization of products developed in the City's hospitals. EHTCG both links Edmonton's hospitals with local economic development initiatives, and assists in the identification of opportunities for local industry.

Cornerstones for Success

Key government agencies have fostered a climate favourable to developing a strong health care industry.

Alberta Research Council provides assistance in a myriad of technologies at five locations province-wide. The Council's headquarters, located in south Edmonton is the site of three major facilities: The Electronics Test Centre, forest products pilot plant and testing laboratory, and a biotechnology pilot plant.

Alberta Microelectronic Centre promotes and mobilizes the use of microelectronic technology in Alberta manufactured products. The Centre's ASIC (Application Specific Integrated Circuit) design facilities provide access to high technology IC design and prototyping services to industry and universities.

The Laser Institute provides Alberta companies with custom laser cutting of precision parts from metals, composites and other materials, and provides consultation regarding lasers and electro-optic technology, healthcare applications and laser card data storage.

The Alberta Telecommunications Research Centre encourages projects emphasizing industrial application or research in fibre optics, network engineering, protocols, integrated services digital network (ISDN), opto-electronics and digital radio.

The **Electronics Test Centre**, a $10 million testing facility, provides design-to-delivery, one-stop testing for a full range of electronics products and is recognized by national and international certification agencies.

Alberta Heritage Foundation for Medical Research
3125 Manulife Place
10180 - 101 Street
Edmonton, Alberta
T5J 3S4
(403) 423-5727 FAX (403) 429-3509
Dr. Matthew Spence

Alberta Foundation for Nursing Research
3125 Manulife Place
10180 - 101 Street
Edmonton, Alberta
T5J 3S4
(403) 423-5727 FAX (403) 429-3509
Ms. Terrie Pawsey

Alberta Cancer Board
6th Floor, 9707 - 110 Street
Edmonton, Alberta
T5K 2L9
(403) 482-9366 FAX (403) 498-7809
Ms. Cynthia Henderson

Innogenics
Suite 1980, Manulife Place
10180 - 101 Street
Edmonton, Alberta
T5J 3S4
(403) 420-1171 FAX (403) 429-2451
Mr. Garth Thomas

University of Alberta Biomedical Design Centre
8-106 Clinical Sciences Buildng
Edmonton, Alberta
T6G 2E1
(403) 492-4870
Dr. Jonathon Tyler

University of Alberta Intellectual Property and Contracts Office
2J2.25 Walter C. Mackenzie HSC
Edmonton, Alberta
T6G 2E1
(403) 492-6621
Dr. J. Barrington Leigh

University Technologies Inc.
University of Calgary
Earth Sciences 620
Calgary, Alberta
T2N 1N4
(403) 220-3790 FAX (403) 292-6139
Beverley Sheridan

Calbiotronix Inc.
Earth Sciences 620
University of Calgary
Calgary, Alberta
T2N 1N4
(403) 220-3790 FAX (403) 292-6139
Beverley Sheridan

University of Alberta Hospitals
Clinical Engineering Department
8440 - 112 Street
Edmonton, Alberta
T6G 2B7
(403) 492-6711 FAX (403) 492-7082
Mr. Dean Olmstead

Glenrose Rehabilitation Hospital
10230 - 111 Avenue
Edmonton, Alberta
T5G 0B7
(403) 471-2262 FAX (403) 471-7976
Jim Raso

Grey Nuns Hospital Biomedical Engineering
3015 - 62 Street
Edmonton, Alberta
T6L 5X8
(403) 450-7000 FAX (403) 450-7282
Mr. Bill Rutledge

Foothills Hospital
1403 - 29 Street N.W.
Calgary, Alberta
T2N 2T9
(403) 270-1110 FAX (403) 270-2539
Ms. Marie J. Szklarz

Red Deer Regional Hospital Centre
3924 - 50A Avenue
Red Deer, Alberta
T4N 4E7
(403) 343-4665 FAX (403) 343-4433
Mr. Roger N. Walker

The (Alberta) Laser Institute
9924 - 45 Avenue
Edmonton, Alberta
T6E 5J1
(403) 436-9750 FAX (403) 437-1240
M.R. (Martin) Cervenan PhD, P.Eng

Alberta Microelectronic Centre
318, 11315 - 87 Avenue
Edmonton, Alberta
T6G 2C2
(403) 492-3914 FAX (403) 492-1643
Mr. John Zupancic

Alberta Research Council
250 Karl Clark Road
Box 8330, P.O. Station F
Edmonton, Alberta
T6H 5X2
(403) 450-5217 FAX (403) 450-5198

Alberta Telecommunications Research Centre
Suite 200, 4245-97 Street
Edmonton, Alberta
T6E 5Y7
(403) 461-3830 FAX (403) 463-3010

Electronics Test Centre
250 Karl Clark Road
Edmonton, Alberta
T6H 5X2
(403) 450-5370 FAX (403) 462-7285

Classification of Products and Services

Page Company

Analytical and Diagnostic Products
15 Biomira Inc.
15 Biotex Laboratories Inc.
21 Innomed Christie Group Ltd.
24 Maple Medical Laboratory Inc.
26 Professional Diagnostic Inc.
28 Silver Glo Picture & Tube Ltd.
30 Tyler Research Instruments Corp.
31 Vista Laboratories Ltd.

Dental
22 Inland Dental Distributors Ltd.

Diagnostic Imaging Sales and Service
21 Innomed Christie Group Ltd.

Disabled - Services and Equipment
12 Adaptive Engineering Ltd.
13 Aid-Call (Canada) Ltd.
14 Biomech Designs Ltd.
17 Custom Handicapped Design
20 Golden Boy Medical Inc.
23 Madenta Communications Inc.
25 Omega Medical Sales, Repair & Manufacturing Ltd.
29 Techworth Design Ltd.

Engineering Consulting and Maintenance
15 Biomedical Inspection Services Ltd.
20 Harding Instrument Company Ltd.
22 J.K. Industrial Services Ltd.

Page Company

Environmental Protection Products and Services
18 D & M Plastics
26 Pearson Hazardous Waste Removal
26 Pro-Western Plastics Ltd.
27 Saf-T-Pak Inc.
32 Western Research

Heart Valves
16 Carbomedics Canada Ltd.

Hospital Equipment and Furnishings
12 Abiotech Systems Inc.
13 Allwest Commercial Furnishings
16 Braman Furniture Manufacturing Ltd.
18 Demers Metal Industries Inc.
24 Maverick Surgical Inc.
28 Simo Dow
28 S.M.F. Special Metal Fabricating
31 Wemas International Ltd.

Medical Electronics
14 Athabasca Research Corporation Ltd.
17 Comptronic Devices Ltd.
20 Harding Instrument Company Ltd.
21 Identity Systems International Inc.
22 Kern Electronics Inc.
23 Life Alert Data Inc.
23 Madenta Communications Inc.
25 Neotrol Technical Services Ltd.
27 Silent Communication Inc.
28 Skytec Emergency Response Systems Ltd.

Medical Lasers
15 Boreal Laser Inc.

Page	Company
	Optical Equipment, Materials and Services
26	Progressive Research of Technology
28	Specialty Contact Lens Ltd.
	Orthopedic Equipment
12	Advance Orthopedic Systems Inc.
16	Calgary Orthotic Prosthetic Services (1990) Ltd.
22	Karl Hager Limb & Brace Ltd.
25	Nazko Developments
	Pharmaceuticals and Chemicals
15	Biomira Inc.
16	Chembiomed Ltd.
19	Galron Laboratories Ltd.
27	Raylo Chemicals
29	S.P.I. Synthetic Peptides Inc.
29	SynPhar Laboratories Inc.
31	Vexco Laboratories Inc.
	Planning, Contracting and Equipping
16	B.R.E.M. Consulting Services Ltd.
18	Eco Medical Equipment
19	Gadallah Enterprises Ltd.
20	Health Resources Management Ltd.
26	Quest Health Care Technologies
	Quality Assurance Services
22	Innovex (Instrumentation Specialties) Ltd.
30	Tomark Compliance Centre
32	Western Research

Page	Company
	Rehabilitation Equipment
14	Athabasca Research Corporation Ltd.
14	Biomech Designs Ltd.
17	Custom Handicapped Design
18	Elec Western Medical Devices Ltd.
19	Fitter International Inc.
19	Freehand Fibercraft Company Ltd.
21	Hydra-Gym of Canada Ltd.
	Respiratory Therapy, Products and Services
13	Alberta Respiratory Services Associates Ltd.
13	Anamed Medical Supply
	Software - Health Care Applications
17	Clinicare Corp.
20	Health Resources Management Ltd.
24	Micro Systems Unlimited
27	Sigmundson & Associates Ltd.
31	Unicare Integrated Software Inc.
31	USER'S CHOICE
	Surgical Equipment
24	Maverick Surgical Inc.
	Others
13	Ambucraft Services Ltd.
14	Ankha Nuclear Industries Inc.
14	Bentek Corporation
20	Healthworks
20	Hedd Roz Canada Inc.
21	HHC - Home Health Care Inc.
23	Malliner Laboratories Inc.
24	MediForce Corp.
25	NORAC Group Inc.
29	Sundowner Camper Industries Ltd.
30	Tycor International Inc.

Directory

Categories of Products and Services

- ▲ Research & Development
- ● Distributor
- ■ Product
- ◆ Service

●■▲

Abiotech Systems Inc.
Advanced Technology Centre
#100, 9650-20 Avenue
Edmonton, Alberta
T6N 1G1
(403) 448-0741
FAX (403) 428-5376

Contact: Victor P. Melech, President
Company Founded: 1990
Products and Services: Abiotech Systems Inc. manufactures a fully automated Surgical Suite Scrub Station which replaces the present 5 to 10 minute manual scrub with an efficient 90 second liquid massage. A Patient to Patient unit is also manufactured. Smaller, more economical and faster (20 second), this unit is designed for use between handling patients.
Marketing Activities: Products are marketed primarily to hospitals performing invasive surgical procedures and to medical professionals who require a high level of cleanliness. Initially, the equipment will be exported to the northwestern United States, expanding internationally as markets are developed.

■▲◆

Adaptive Engineering Ltd.
2004 - 10 Avenue S.W.
Calgary, Alberta
T3C 0J8
(403) 245-3551
FAX 245-3597

Contact: Dave Smith, President
Company Founded: 1978
Products and Services: Adaptive Engineering Ltd. designs and manufactures wheel chair lifts for public transit railways; and prototypes new products such as handicapped devices.
Marketing Activities: Products and services are marketed to institutions, public transit authorities and industrial research and development companies.

■▲◆

Advanced Orthopedic Systems Inc.
14211 - 103 Avenue
Edmonton, Alberta
T5N 0S9
(403) 452-3321

Contact: Mr. K. Wasserman, President
Company Founded: 1985
Products and Services: Advanced Orthopedic Systems Inc. designs and manufactures custom anatomical braces, splints and supports for the general patient population. The use of CAD/CAM for accurate foot measurement is currently under development.
Marketing Activities: Clients include orthopedic surgeons, rehabilitative and sports medicine clinics.

●◆

Aid-Call (Canada) Ltd.
215 - 10830 Jasper Avenue
Edmonton, Alberta
T5J 2B4
(403) 428-7053

Contact: Brian Graham, Director
Company Founded: 1987
Products and Services: Aid-Call (Canada) Ltd. supplies, installs and monitors a medical alert unit, which allows senior citizens or the disabled to signal their need for instant medical attention.
Marketing Activities: Clients include senior citizens and the disabled.

●▲◆

Alberta Respiratory Services Associates Ltd.
15363 - 117 Avenue
Edmonton, Alberta
T5M 3X4
(403) 453-6166
FAX (403) 452-4995

Contact: Pat Litwin
Company Founded: 1969
Products and Services: Associated Respiratory Services is a multifaceted company that provides a variety of services across Canada related to cardiopulmonary care. The Company supplies respiratory home care services and products to patients and consultation services to hospitals and industry. It has a pool of registered respiratory therapists available for contractual work and is a distributor for manufacturers of medical equipment. As well, ARS is involved in R & D of medical products specific to the respiratory area.
Marketing Activities: Services and products are marketed to home care patients, hospitals and industry.

●

Allwest Commercial Furnishings
14325 - 112 Avenue
Edmonton, Alberta
T5M 2V3
(403) 452-8212
FAX (403) 451-3735

Contact: Tom Keogh, General Manager
Company Founded: 1974
Products and Services: Allwest Commercial Furnishings retails office and institutional furnishings, window coverings, filing folders, labels and equipment, and high density mobile storage systems.
Marketing Activities: Clients include all levels of government, corporations, general contractors, administrators, records management, architects and designers and facility and purchase managers.

●■◆

Ambucraft Services Ltd.
11713 - 170 Street
Edmonton, Alberta
T5M 3W7
(403) 451-9040
FAX (403) 454-0301

Contact: Tim Morrow, General Manager
Company Founded: 1983
Production and Services: Ambucraft Services Ltd. is a leading supplier of ambulances, paratransit buses and rescue vehicles. Ambucraft also carries a large inventory of emergency vehicle lighting. Specially trained technicians provide prompt and efficient service from the Edmonton facilities.
Marketing Activities: Major clients include hospitals, ambulances services, nursing homes, and federal, provincial and municipal governments.

●◆

Anamed Medical Supply
10041 - 81 Avenue
Edmonton, Alberta
T6E 1W7
(403) 433-4258
FAX (403) 439-3806

Contact: Edward Jenner, President
Company Founded: 1974
Products and Services: Anamed is a provider of Home Care Oxygen and Respiratory Home Care products including oxygen concentrators, portable liquid systems and cylindered gases. Products and services include home care service by respiratory therapists; medical gases; wheelchair rental, purchase and repair; rehabilitation equipment; and medical/surgical supplies.
Marketing Activities: Services are marketed to home care clients, hospitals, nursing homes and physicians.

●◆

Ankha Nuclear Industries Inc.
3, 2816 - 21 Street N.E.
Calgary, Alberta
(403) 250-3645

Contact: Dr. Johan W. Greidanus, President
Company Founded: 1983
Products and Services: Ankha Nuclear Industries provides radiation detection instrumentation and lead shielding for radiation protection. The Company also conducts courses in radiation safety.
Marketing Activities: Clients include hospitals, dental and medical clinics.

■

Athabasca Research Corporation Ltd.
10334 - 176 Street
Edmonton, Alberta T5S 1L3
(403) 489-4444
FAX (403) 484-6414

Contact: M. Empson
Company Founded: 1976
Products and Services: Athabasca Research Corporation's medical products division provides a medical manufacturing facility capable of meeting AAMI, and international design standards of CSA, UL and IEC and the FDA's preproduction quality assurance and manufacturing standards. The Company also provides a resource centre for application specific patent registration expertise and litigation support; an in-house facility for design of clinical testing procedures preparatory for field and clinical trials; as well as, a resource centre for market research and marketing distribution.
Marketing Activities: Services are marketed to industry, universities and hospitals.

■▲◆

Bentek Corporation
221, 339 - 50th Avenue, S.E.
Calgary, Alberta
T2G 2B3
(403) 255-6969
FAX (403) 258-0996

Contact Person: Mark Benza, President
Company Founded: 1981
Products and Services: Bentek Corporation is a multi-disciplined technology and product development laboratory which develops products related to electromedical, electronic, mechanical, biochemical and chemical engineering. The Company provides consultation during the development, design, tooling, manufacturing and testing procedures, in addition to performing start-up and continued manufacturing. Products designed and developed by Bentek include: Mineral Paper, Biochip, Psychotron, Neuron, Thermodiode and Biocosmetics.
Marketing Activities: Bentek Corporation markets its products and services throughout Canada and eastern Europe.

The Psychotron, developed by Bentek Corporation.

■▲◆

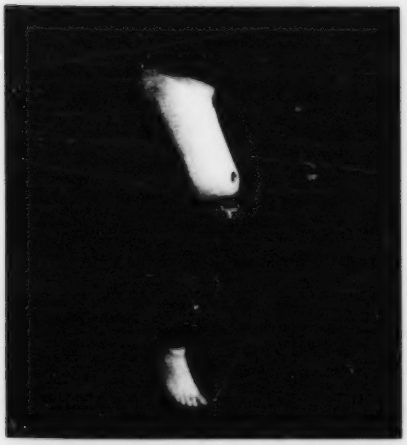
Biomech Designs Ltd.
7955 - 98 Avenue
Edmonton, Alberta
T6A 0B5
(403) 469-3484
FAX (403) 492-1617

Contact: Kelly James, President
Company Founded: 1982
Products and Services: Biomech Designs Ltd. offers professional electrical, mechanical, computing and rehabilitation engineering consulting services. The Company manufacturers neuromuscular stimulators, muscle-testing equipment and other rehabilitation equipment. As an original equipment manufacturer (OEM) its capabilities allow conceptual ideas to become finished products. Computing hardware and software challenges are also addressed.
Marketing Activities: Services are marketed to research institutions and corporations with OEM requirements throughout North America.

◆

Biomedical Inspection Services Ltd.
9642 - 41 Avenue
Edmonton, Alberta
T6E 6G9
(403) 463-3877
FAX (403) 462-6727

Contact: D. McFarlane, President
Company Founded: 1979
Products and Service: Biomedical Inspection Services Ltd. provides testing, preventive maintenance and repair of medical electronic, medical gas and anaesthetic equipment. As a CSA qualified testing agency for medical gas piping systems, the Company tests and certifies new or renovated medical gas systems, and performs annual testing and repair to existing systems. Consulting engineering services are also available.
Marketing Activities: Services are marketed to hospitals; medical, dental physiotherapy clinics throughout western Canada.



Biomech's prosthesis includes a state-of-the-art microprocessor.

●■▲

Biomira Inc.
Edmonton Research and Development Park
9411A - 20 Avenue
Edmonton, Alberta
T6N 1E5
(403) 450-3761
FAX (403) 463-0871

Contact: Gordon Politeski, President
Company Founded: 1985
Products and Services: Biomira manufactures commercial In-Vitro (outside the body) radioimmunoassay diagnostic products used in the diagnosis, staging and monitoring of patients with various types of cancer. In addition, active research is ongoing, with the Company's exciting monoclonal antibody-based cancer imaging and therapeutics divisions. These In-Vivo (within the body) programs show great promise in the potential earlier detection of the extent and location of disease, utilizing a radioactive label tagged to Biomira's unique cancer-associated monoclonal antibodies.
Marketing Activities: The In-Vitro products are sold to hospitals and commercial clinical laboratories in all of the major global markets via world recognized leaders in commercial diagnostic products.

●■

Biotex Laboratories Inc.
#450, 10020 - 101A Avenue
Edmonton, Alberta
T5J 3G2
(403) 455-6079
FAX (403) 451-2063

Contact: Peter Tertzakian, General Manager
Company Founded: 1989
Products and Services: Biotex Laboratories Inc. is an immunological company manufactures and distributes affinity chromatography columns for the purification of human, mouse and rat T-lymphocytes. The development of additional column prototypes of this nature is currently underway.
Marketing Activities: Products are marketed internationally to industry, research organizations and academic institutions.

■▲

Boreal Laser Inc.
12008 - 163 Street
Edmonton, Alberta
T5V 1H4
(403) 454-2002
FAX (403) 454-2099

Contact: Jack Ondrack, President
Company Founded: 1990
Products and Services: Boreal Laser develops and manufactures small yet powerful carbon-dioxide lasers for industrial, medical, aerospace and scientific applications. Its employees are skilled and experienced in laser research, development, manufacturing.
Marketing Activities: Boreal plans world-wide sales through other

manufacturers and distributors. Current clients include the Government of Canada and medical device manufacturers.

■

Braman Furniture Manufacturing Ltd.
2930 - 9 Avenue North
Lethbridge, Alberta
T1H 5E4
(403) 329-3299
FAX (403) 329-3666

Contact: Fred Van Hell, Manager
Company Founded: 1989
Products and Services: Braman Furniture Manufacturing Ltd. manufacturers custom architecturally designed wood furnishings for the accommodations, hospitality and institutional user groups. The company's expertise includes a line of colored lacquered furniture which can be custom tinted to match any interior design.
Marketing Activities: Major clients include institutions, hotels, motels and owner groups.

● ◆

B.R.E.M. Consulting Services Ltd.
1707, 12303 - Jasper Avenue
Edmonton, Alberta
T5N 3K7
(403) 482-6649
FAX (403) 482-7481

Contact: Mr. J. C. Brunel, President
Company Founded: 1988
Products and Services: B.R.E.M. Consulting Services Ltd. provides consultation on planning and set-up of electron microscope laboratories to research organizations and all users of electron microscopes. The Company is also a supplier for optical microscopes, laser accessories, micro-positioning equipment and image analyzers.
Marketing Activities: Products and services are marketed to hospitals, R & D laboratories, universities and the laser industry.

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Calgary Orthotic Prosthetic Services (1990) Ltd.
514, 6 Avenue S.E.
Calgary, Alberta
T2G 0H1
(403) 262-4070

Contact: Orest Matusewycz, President
Company Founded: 1903
Products and Services: Calgary Orthotic Prosthetic Services produces custom made orthotic and prosthetic devices, including artificial limbs and braces and supports for the physically handicapped. Custom made devices to meet specific patient requirements are manufactured on site. The Company also retails various products for sports medicine orthotics. The facility is staffed by certified Orthotists and Prosthetists and technical support staff.
Marketing Activities: Products and services are marketed to referred patients, including both adult and child amputees, and physically disabled persons.

● ■

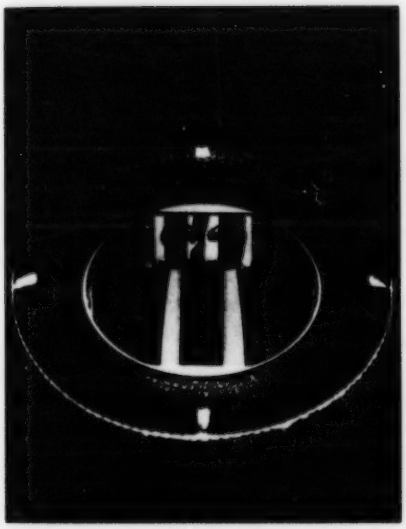
Carbomedics Canada Ltd.
120, 6815 - 8 Street N.E.
Calgary, Alberta
T2E 7H7
(403) 295-8565
FAX (403) 295-0473

Contact: Todd Holmstrom, Operations Engineer
Company Founded: 1986
Sales and Services: Carbomedics is the world's most fully integrated source of advanced heart valve technology, having over 20 years experience supplying Pyrolite® Carbon components to the major prosphetic heart valve manufacturers. The parent company, headquartered in the U.S., has an assembly and distribution facility in Calgary.
Marketing Activities: Heart valve components and assemblies are marketed to hospitals.

■ ▲

Chembiomed Ltd.
Edmonton Research Park
P.O. Box 8050, Station F
Edmonton, Alberta
T6H 4N9
(403) 450-6800
FAX (403) 450-6899

Contact: Frank M. Unger, President & CEO
Company Founded: 1977
Products and Services: Chembiomed Ltd. produces monoclonal antibody reagents for blood typing and industrial immunoabsorbents. Current R & D include:



Carbomedics' heart valve.

- BIOSYNSORB A and B, an extracorporeal device for facilitation of ABO incompatible bone marrow or kidney transplants;
- SYNJECT A and B, injectable blood group substances to neutralize anti-A or anti-B antibodies in Hemolytic Disease of the newborn and in ABO incompatible heart or liver transplants; and
- Large-scale synthesis of oligosaccharides.

The Company is presently implementing a bioreactor facility to produce monoclonal antibody blood typing reagents and large-scale chemical synthesis of oligosaccharides.

Marketing Activities: Products are supplied globally to health care and research facilities by distributors in the U.S., Germany and Japan.

●◆

Clinicare Corp.
4306 - 10 Street N.E.
Calgary, Alberta
T2E 6K3
(403) 291-3949
FAX (403) 250-8950

Contact: Dennis Niebergal, President
Company Founded: 1980
Products and Services: Clinicare Corp. specializes in medical software for the Canadian clinic environment. Applications include patient, practice and financial management software, with integrated modules that will provide a "chartless" office environment. Clinicare software utilizes "RISC" technology under AIX (UNIX) for maximum productivity in a multi-user environment.
Marketing Activities: Clinicare markets to single practitioners, specialists, and large clinics or hospital out-patient departments in eight Canadian provinces.

■◆

Comptronic Devices Ltd.
9860A - 33 Avenue
Edmonton, Alberta
T6N 1C6
(403) 450-3729
FAX (403) 461-9551

Contact: David R. Siever, President
Company Founded: 1981
Products and Services: Comptronic Devices Ltd. manufactures relaxation/brain wave altering electronic equipment. The company also manufactures and programs portable, low power micro-controller systems for control/automatic applications and provides electronic design and computer assisted design (CAD) for printed circuit boards and schematic drawing. Complete product assembly is provided from a wide variety of electronic parts.
Marketing Activities: Services and products are marketed to the medical and general consumer markets.

■◆

Custom Handicapped Design
1 A Gladstone Crescent
St. Albert, Alberta
T8N 0W6
(403) 458-3835
FAX (403) 459-2925

Contact: Gladys Wagner, C.E.O.
Company Founded: 1988
Products and Services: The Company designs and manufactures custom wooden equipment for the disabled such as: adjustable chairs, tables for school and home and therapy equipment (parallel bars, stairs, weights).
Marketing Activities: Major clients include schools, hospitals, group and private homes.

D & M Plastics
Box 2110
4649 - 48 Street
Lacombe, Alberta
T0C 1S0
(403) 782-2122
FAX (403) 782-2170

Contact: Grant Harrington, Marketing Manager
Company Founded: 1979
Products and Services: D & M Plastics manufactures laundry carts, recycling carts and palletized bins for use in hospitals and laundries in western Canada. The Company has molds for more than two hundred sizes of liquid storage tanks from 1 gallon to 300 gallons, and for over one hundred sizes of food handling and parts storage containers. It also has capabilities for: in-house mold making, in-house granulator and a 1,200 gallon/100° oven.

Demers Metal Industries Inc.
4632 - 1 Street S.E.
Calgary, Alberta
T2G 2L3
(403) 243-8723
FAX (403) 243-7106

Contact: Ronald Harvey, President
Company Founded: 1942
Products and Services: Demers Metal Industries developed and manufacturers the Patient Room Headwall Unit and the Medical Waste Storage Unit. The Company also provides custom metal fabrication services in common metals, including stainless steel, for products ranging from bed replacement parts to specialty laboratory trays.
Marketing Activities: Demers Metal Industries is expanding its marketing program to include direct representation and sales to hospitals, clinics and other health care field participants throughout western Canada.

Eco Medical Equipment
18131 - 107 Avenue
Edmonton, Alberta
T5S 1K4
(403) 483-6232
FAX (403) 484-8238

Contact: Donald M. Congdon, V.P. Administration
Company Founded: 1989
Products and Services: Eco Medical Equipment provides sales, repair, installation and inservicing on home care medical equipment such as, home stairway lifts; manual and power wheelchairs; and bathing, toileting and walking aids. The Company specializes in the sales and service of manual and power wheelchairs and is expanding their products line of special seating systems and geriatric equipment.
Marketing Activities: Products and services are marketed to government agencies, private sector retailers, Worker's Compensation Boards and other associations and organizations.

Elec Western Medical Devices Ltd.
Bay 3, 2616 - 16 Street N.E.
Calgary, Alberta
T2E 7J8
(403) 250-2568
FAX (403) 291-5687

Contact: Wayne Kraushar, President
Company Founded: 1980
Products and Services: Elec Western Medical Devices Ltd. manufactures low frequency pulsating magnetic field therapy equipment designed to work on soft tissue as well as bone damage problems. The therapy is used by hospitals, clinics and physiotherapists. The Company also has a strong veterinary division for the equine and small animal field.
Marketing Activities: Equipment is marketed to hospitals, medical,

Training exercise equipment from Fitter International Inc.

physiotherapy and veterinary clinics in numerous countries. New dealers are being sought globally.

Fitter International Inc.
4515 - 1 Street S.E.
Calgary, Alberta
T2G 2L2
(403) 243-6830
FAX (403) 229-1230

Contact: Louis J. Stack, Executive Director
Company Founded: 1985
Products and Services: Fitter International Inc. manufactures and markets unique balance and coordination training exercise equipment for the sport medicine and rehabilitation industries. Fitter also produces low cost, safety oriented latex stretch cords used for clinical, home rehabilitation and injury prevention programs. All Fitter products are designed to be both user friendly and motivational.
Marketing Activities: Fitter products are marketed in North America on a direct and distributor base to hospitals, public and private rehabilitation centres, health and fitness centres, corporate fitness programs, senior homes and youth activity programs. Currently northern Europe is covered by a medical representative and Fitter is pursuing more active representation in central Europe and Asia.

Freehand Fibercraft Company Ltd.
119 Sunmount Road S.E.
Calgary, Alberta
T2X 6Y9
(403) 256-0077

Contact: Gillian Loban, President
Company Founded: 1981
Products and Services: The Company manufactures the Freehand Craft System, comprised of a patented clamp which supports a variety of frames and holders to accommodate most types of hand and artwork. The device provides assistance to individuals with poor motor skills or the use of one hand by anchoring and lifting the handwork up and over the lap of the user.
Marketing Activities: Clients include occupational and recreational therapists located in hospitals and clinics.

Gadallah Enterprises Ltd.
15623 - 112 Avenue
Edmonton, Alberta
T5M 2V8
(403) 451-2021
FAX (403) 988-8313

Contact: F. Gadallah, President
Company Founded: 1984
Products and Services: Gadallah Enterprises Ltd. provides R & D and product planning. Current projects include the development of low calorie nutritious products for the food industry; research for an improved atherectomy catheter; and investigation into improved techniques of diagnostic laser induced fluorescent angioscopy research on an implantable artificial kidney.
Marketing Activities: The Company markets its services to universities, research organizations and private industry.

Galron Laboratories Ltd.
A Division of General Intermediates of Canada
17303 - 108 Avenue
Edmonton, Alberta
T5S 1G2
(403) 483-2783
FAX (403) 483-2971

Contact: Dr. M. Kleimer, Manager of Development
Company Founded: 1978
Products and Services: Galron Laboratories Ltd. specializes in the production of fine chemicals and pharmaceuticals; raw materials for biotechnology; antiviral research materials; purines, pyrimidines, nucleosides, nucleotides and enzymes; high purity solvents and reagents; and custom R & D.
Marketing Activities: Products and services are marketed to industry and health care facilities.

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Golden Boy Medical Inc.
4912 - 93 Avenue
Edmonton, Alberta
T6B 2L6
(403) 468-4002
FAX (403) 465-3879

Contact: Allan Fakeley, President
Company Founded: 1978
Products and Services: Golden Boy Medical Inc. retails manual and power wheelchairs; the WISPALONG overhead track for transportation of the disabled; scooters; and wheelchair van and outdoor porch lifts; six-way power seat bases; and a variety of tie-downs. The company can also lower the floor or raise side door in a van for easier access.
Marketing Activities: Products and services are supplied to Alberta Aids to Daily Living, Workmens' Compensation Board, societies, institutions and individuals.

●■▲

Harding Instrument Company Ltd.
9431 - 41 Avenue
Edmonton, Alberta
T6E 5X7
(403) 462-7100
FAX (403) 450-8396

Contact: Ian Wellman, Vice-President
Company Founded: 1969
Products and Services: Services include R & D, product specification, market research assistance, electronic hardware design, software and packaging design, product prototyping, contract manufacturing, product testing and ongoing engineering support. Harding currently has products under development in the general fields of electronic gas flow measurement, biomedical instrumentation and highly sophisticated audio switching systems.

◆

Healthworks
3214 - 28 Street S.W.
Calgary, Alberta
T3E 2J6
(403) 242-8222

Contact: Diane Stinson, President
Company Founded: 1988
Products and Services: Healthworks provides personalized programs to meet the needs of the employer/client. The strategically timed intervention programs are designed to produce behaviourial change through consideration of ergonomics in the workplace, follow-up services and video-tape analysis of job functions. Instruction is provided by certified physiotherapists, occupational therapists and kinesiologists.
Marketing Activities: Services are marketed to provincial government agencies.

◆

Health Resources Management Ltd.
Suite 307
8625 - 112 Street
Edmonton, Alberta
T6G 1K8
(403) 439-1422
FAX (403) 439-7961

Contact: A. E. Gourley, Executive Vice-President
Company Founded: 1978
Products and Services: Health Management provides communication services; strategic planning; care management operating systems; medical decision support guidelines for utilization management; acute care data analysis; cancer care data analysis; PC based utilization analysis system for hospitals; and prescription drug utilization management.
Marketing Activities: Major clients include Health Departments, Workers' Compensation Boards, cancer control agencies, hospitals, insurance companies and large employers.

●

Hedd Roz Canada Inc.
Box 40027 Highfield P.O.
Calgary, Alberta
T2G 5G5
1-800-661-4339
FAX (403) 250-9138

Contact: Trevor Reidy, Vice President
Company Founded: 1990
Products and Services: Hedd Roz manufactures latex and vinyl examination, dental and surgical

gloves for use by medical and dental professionals, firemen and policemen.
Marketing Activities: The products are marketed to hospitals, medical and dental clinics, and anyone requiring protection from communicable diseases.

◆

HHC - Home Health Care Inc.
Suite 502
Metropolitan Place
10303 Jasper Avenue
Edmonton, Alberta
T5J 3N6
(403) 420-9966
FAX (403) 426-4496

Contact: Andrew Dobrodzicki, President
Company Founded: 1988
Products and Services: Home Health Care Inc. (HHC) provides home infusion therapy services to acutely ill patients in the home setting. The Company offers comprehensive home care services comprising home intravenous therapy and nutrition support as ordered by the physician. HHC also provides pre-discharge assessment, patient training, monitoring and supervision of care to referred patients. Infusion pumps, dressing and catheter kits, medications and I.V. solutions, enteral products and 24 home care by professional pharmacists and nurses is available to every patient.
Marketing Activities: Services are marketed to acute care hospitals, long term care facilities, medical specialists (Infectious Diseases, Oncology, Gastroenterology, Cardiology, etc.) and to third party payers.

◆

Hydra-Gym of Canada Ltd.
Suite 100
10405 - 178 Street
Edmonton, Alberta
T5S 1R5
(403) 486-0920
FAX (403) 489-5874

Contact: Mr. R. Wayne Yates, Vice-President
Company Founded: 1980
Products and Services: Hydra-Gym of Canada are experts in the field of exercise for conditioning and rehabilitation. The Company provides consulting services for exercise equipment applications to various markets and both repairs and refurbishes exercise equipment.
Marketing Activities: Major clients include the Canadian government, Workers' Compensation Boards, hospitals, private physiotherapy practices, schools, colleges, universities, clubs and hotels.

●■▲

Identity Systems International Inc.
Advanced Technology Centre
9650 - 20 Avenue
Edmonton, Alberta
T6N 1G1
(403) 450-6363
FAX (403) 450-6531

Contact: Marcel Graves, President
Company Founded: 1988
Products and Services: By interfacing integrated circuit cards (smart cards) and biometrics (finger prints), Identity Systems International Inc. has developed a state-of-the-art security system that electronically verifies the terminal attempting to read the card; the card being introduced to the system; and the individual presenting the card. The Physical Access Control System has been tested at the University of Alberta Hospitals. The System includes fibre optic technology; data encryption/decryption techniques; and affords the capability of irrefutable audit trailing through the use of fingerprint digitization capabilities.
Marketing Activities: Products and services are marketed to organizations requiring a high degree of physical or electronic security (ie. computer networks) or, document protection such as drivers' licences, health care cards, passports or travel visas.

●◆

Innomed Christie Group Ltd.
11111 - 105 Avenue
Edmonton, Alberta
T5H 3Y2
(403) 429-0621
FAX (403) 424-8103

Contact: Mr. Donald W. Little, President
Company Founded: 1983
Products and Services: The Innomed Christie Group, a medical diagnostic imaging sales and service company, is a major distributor for SHIMADZU and FUJI film

Marketing Activities: Products and services are marketed to major urban and rural hospitals in western Canada.

●■

Inland Dental Distributors Ltd.
10569 - 111 Street
Edmonton, Alberta
T5H 3E8
(403) 420-6901
FAX (403) 425-2241

Contact: Dr. R. F. Oswin, President
Company Founded: 1975
Products and Services: Inland Dental Distributors manufacturers and supplies a full range of dental products. It is also a distributor for the HILTWAY RESUSCITATOR.
Marketing Activities: Products are marketed by mail order to dental practices in Canada and the U.S.

◆

Innovex (Instrumentation Specialities) Ltd.
9 - 5918 - 5 Street S.E.
Calgary, Alberta
T2H 1L4
(403) 259-4332
FAX (403) 255-8448

Contact: Robin Far, President & Manager
Company Founded: 1978
Products and Services: Innovex (Instrumentation Specialities) Ltd. performs quality assurance reviews to ensure the safely calibrated operation of medical and related instrumentation found in hospitals, clinics and laboratories. The Company also repairs a wide age range of equipment and consults with hospitals on equipment purchases.
Marketing Activities: Products and services are marketed to rural hospitals, clinics and laboratories.

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J.K. Industrial Services Ltd.
P.O. Box 598
10848 - 214 Street
Winterburn, Alberta
T0E 2N0
(403) 447-3042
FAX (403) 447-4913

Contact: J. Friedrich, President/ Manager
Company Founded: 1983
Products and Services: J.K. Industrial Services provides custom design and development of manufacturing processes and supporting equipment for plastics and metals, including the design of controls and robotics. New product design and development, manufacturing and testing of prototypes is performed in addition to design and development of electronic circuitry.
Marketing Activities: Major clients include health care facilities and pipeline companies.

■◆

Karl Hager Limb & Brace Ltd.
10745 - 124 Street
Edmonton, Alberta
T5M 0H2
(403) 452-5771
FAX (403) 452-2752

Contact: Frank Hayday, President
Company Founded: 1979
Products and Services: Karl Hager Limb & Brace manufactures the Double X Graphite Knee Orthosis, the only graphite knee orthosis available in Canada. The Company also conducts workshops to train orthotists nationwide on the use of the Double X.
Marketing Activities: Clients are referred by a physician.

●■◆

Kern Electronics Inc.
#33 - Parkway,
Maple Ridge Park
Edmonton, Alberta
T6P 1E1
(403) 438-8033
FAX (403) 438-8033

Contact: Trevor Kern, President
Company Founded: 1982
Products and Services: Kern Electronics manufactures the "StafAlert"™ line of systems for health care facilities including:

- StafAlert™ Personal Security Alert System which alerts security staff to the occurrence of personnel under duress and reports automatically the location of the incident;

- StafAlert™ Automated Staff Register/Access Control System which automatically changes IN/OUT status of Key staff members and alerts them of messages waiting, as well as access control options;
- Custom Systems to provide clients with various and almost unlimited security, communication and locator systems, wired and wireless.

Marketing Activities: Services and products are marketed to hospitals, O.E.M.'s and industry.

Life Alert Data Inc.
6035 - 6 Street S.E.
Calgary, Alberta
T2H 1L8
(403) 258-0822

Contact: Ruby Crocker, General Manager
Company Founded: 1986
Products and Services: Life Alert manufactures medical information wristware. The products consists of a tiny metal box with 3 hinged, spring loaded metal panels that release from the box edge at the push of a button. Metal photo pages containing up to 50 words are attached to the metal panels. The gold filled or stainless steel box is attached to a variety of wrist bands.
Marketing Activities: Individuals requiring pertinent medical information to be available on their person at all times.

Madenta Communications Inc.
Suite 129
9650 - 20 Avenue
Edmonton, Alberta
T6N 1G1
(403) 450-8926
FAX (403) 428-5376

Contact: Randy Mardsen, President
Company Founded: 1988
Products and Services: Madenta Communications' product development efforts involve adapting computer technology for the benefit of disabled individuals. Madenta's first product, a hardware and software package based on the Macintosh personal computer, enables people with disabilities to access the Macintosh and to use it as a living aid. Features include:

- Word, phrase and action prediction based on the frequency of past occurrences;

Madenta Communications is adapting technology to improve the lives of the disabled.

- Single or multiple switch control of the Macintosh's graphical user interface;
- Keyboard entry through standard expanded or mini keyboards, is an adaptable on-screen scanning keyboard;
- Single switch cursor control that replaces the operation of the standard Macintosh mouse;
- Unlimited vocabulary voice communication using internal or external speech synthesizers;
- Telephone communications through an adaptor to the User's cognitive and motor skill's level.

Marketing Activities: Products are marketed through a major distributor in the United States. Export sales will include markets in Europe, Asia and the Middle East.

Malliner Laboratories Inc.
10548 - 82 Avenue
Edmonton, Alberta
T6E 2A4
(403) 433-8466
FAX (403) 433-3775

Contact: Robert Mollot, President
Company Founded: 1981
Products and Services: Malliner Laboratories Inc. distributes implant material for use in Neurosurgery and Ear-Nose-Throat (ENT) surgery. Malliner also provides a collagen based hemostatic agent for use in all indications.
Marketing Activities: Surgeons and Operating Room Nurses are the principle contacts.

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Maple Medical Laboratory Inc.
Edmonton Research Park
#204, 9650 - 20th Avenue
Edmonton, Alberta
T6N 1G1
(403) 461-9704
FAX (403) 462-0155

Contact: Dr. T. Vinayagamoorthy, President
Products and Services: Maple Medical Laboratory Inc. manufactures disposable medical diagnostic kits to test for the bacterial contamination of water, urine and milk. Less expensive than similar products, the kits do not require elaboate laboratory facilities, and the results can be obtained in a relatively short time period. The Company undertakes limited R & D to develop new products.
Marketing Activities: Products are marketed globally.

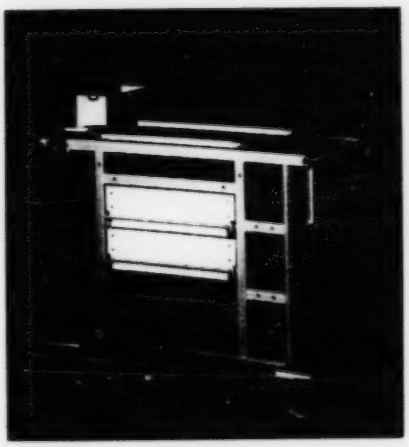
■▲

Maverick Surgical Inc.
16940 - 87 Avenue
Edmonton, Alberta
T5R 4H5
(403) 489-1705
FAX (403) 483-5735

Contact: Ken E. Kehoe, General Manager
Company Founded: 1989
Products and Services: Maverick utilizes 386 computer hardware interfaced via CAD/CAM software in conjunction with a Fadal CNC Mill and CNC Miyano Lathe and passivation and electropolishing processes to produce the following:

- Crash, Anaesthetic, Pharmaceutical carts;
- Arthroscopic Wrist and Ankle Traction Devices;
- Orthopedic Bone screws;
- Osteotomes Micro-Surgical and General Surgical Instruments;
- Mayo Trays;
- Anterior Cruciate Ligament Guides;
- Instrument Sterilizing Baskets and Racks;
- Taylor Retractors;
- Isometers;
- Laminectomy Tables;
- Arm Boards and X-Ray Devices.

Located at the Misericordia Hospital, this private company interacts daily with the hospital's medical staff during the design and manufacturing of many of Maverick's unique devices.
Marketing Activities: The Company is embarking upon development of its markets both in Canada and the U.S.



Maverick Surgical Equipment's crash cart was developed with the assistance of the medical community.

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MediForce Corp.
11415 - 35A Avenue
Edmonton, Alberta
T6J 2G3
(403) 435-1515

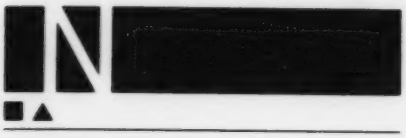
Contact: Laurel Lear
Company Founded: 1988
Products and Services: MediForce provides the life insurance industry with paramedical services on a fee for service basis. The service is available using mobile Paramedical Nurses (7 days a week/24 hours basis). MediForce also provides professional corporations with a wide range of medical personnel on a temporary or permanent basis.
Marketing Activities: Services are marketed to the insurance industry, medical practices, private individuals.

●◆

Micro Systems Unlimited
Suite 110, 1144 - 29 Avenue N.E.
Calgary, Alberta
T2E 7P1
(403) 250-9113

Contact. Michael Finch, President
Company Founded: 1981
Products and Services: Micro Systems Unlimited provides installation, training and custom software development and support, as well as, computers and peripheral equipment to physicians. The Company distributes COMPUDOC software for patient databases. Current R & D activities focus on administration software for medical offices in Alberta.

Marketing Activities: Products and services are marketed to physicians throughout Alberta and Saskatchewan.



Nazko Developments
Box 5332
Leduc, Alberta
T9E 6L7
(403) 986-4559

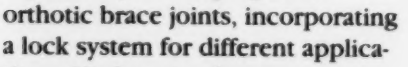
Contact: John Nazarenko
Company Founded: 1989
Products and Services: Nazko Developments designs and manufactures weight bearing joints for use in leg braces for the prosthetics industry. The Company is presently developing other orthotic brace joints, incorporating a lock system for different applications. Nazko manufactures an extremely small ankle joint that is capable of carrying heavy loads and has the added benefit of replaceable wear parts making it ideal for permanent installation.
Marketing Activities: Nazko supplies the prosthetics and orthopedic appliance service industry.

Neotrol Technical Services Ltd.
9411 - 63 Avenue
Edmonton, Alberta
T6E 0G2
(403) 438-8866
FAX (403) 438-9491

Contact: Curt Benson,
Operations Manager
Company Founded: 1981
Products and Services: Neotrol specializes in areas of industrial process automation and control. The Company manufactures custom control devices for automating processes, and offers, complete service and repair for all electric/electronic controls and instrumentation. Products in R & D that have been completed or are being worked on presently include:

- Medical datalogging device;
- High security door controls;
- AC/DC variable speed motor control.

Marketing Activities: Neotrol markets to medical and correctional facilities, educational institutes, petroleum processing and other industries.



NORAC Group Inc.
4222 - 97 Street
Edmonton, Alberta
T6E 5Z9
(403) 461-7163
FAX (403) 450-1016

Contact: Abe Liron,
Executive Vice-President
Company Founded: 1985
Products and Services: Norac is a leader in advanced extraction and separations technologies. The Company cooperates with industrial partners worldwide to manufacture and market natural products using proprietary processes and customized turn-key facilities.
Marketing Activities: Norac serves innovative companies in the food, ingredient, cosmetic, pharmaceutical and biotechnology industries.

Omega Medical Sales, Repair & Manufacturing Ltd.
15679 - 116 Avenue
Edmonton, Alberta
T5M 3W1
(403) 451-1146
FAX (403) 451-1292

Contact: Bruce McKitrick,
Secretary/Treasurer
Company Founded: 1985
Products and Services: Omega Medical Sales specializes in providing home renovations, van conversions and residential and commercial wheel chair lift installations. The Company markets manual and power wheelchairs and parts; lifts for vans, homes, churches and public buildings; cushions, slings and walkers.
Marketing Activities: Products and services are marketed to all levels of government and institutions assisting the disabled.

G. M. Pearson Hazardous Waste Removal
6216 - 88 Street
Edmonton, Alberta
T6E 2Y9
(403) 469-4271
FAX (403) 465-3585

Contact: Joe Kress, Manager
Company Founded: 1988
Products and Services: G.M. Pearson Bio-Medical Waste Specialists provide safe transportation and disposal of biomedical waste. All waste is incinerated at approved hospital incinerators, and packaging is supplied for waste.
Marketing Activities: Services are marketed to hospitals, laboratories, veterinary, dental and medical clinics.

Progressive Research of Technology
Suite 20
1410 - 40 Avenue N.E.
Calgary, Alberta
T2E 6L1
(403) 250-1181

Contact: Nick Novicky, Executive Officer/Representative
Company Founded: 1981
Products and Services: Progressive Research of Technology develops and manufactures the material for contact lenses; and manufacturers contact lenses. The Company has U.S. FDA approval for the material and lenses.
Marketing Activities: The lenses are marketed to physicians specializing in eye care, the materials to laboratories.

Professional Diagnostic Inc.
9519 - 42 Avenue
Edmonton, Alberta
T6E 5R2
(403) 461-8794
FAX (403) 450-8838

Contact: Garth Likes, President & C.E.O.
Company Founded: 1989
Products and Services: Professional Diagnostic Inc. is a sales and marketing distribution company and the exclusive distributor on a national basis for the following product lines in Canada:

- Tissue culture media and serum products;
- DNA mapping, genetic finger printing, DNA replication and restriction enzymes;
- Plastic labware;
- Pierce Immunology and Chemicals.

Marketing Activities: Products are marketed to private and government biotech, medical research, university and forensic police labs in Canada.

Pro-Western Plastics Ltd.
30 Riel Drive
P.O. Box. 261
St. Albert, Alberta
T8N 1N3
(403) 459-4491
FAX (403) 460-9727

Contact: Allan J. Adolph, Director Sales & Marketing
Company Founded: 1969
Products and Services: Pro-Western Plastics manufactures and supplies emesis basins; specimen collectors; and containers for sharps, chemotherapy and other treatment processes.
Marketing Activities: Products are marketed direct to hospitals and medical clinics, and through distributors to physicians.

Quest Health Care Technologies
6240 Silver Ridge Drive N.W.
Calgary, Alberta
T3B 3S7
(403) 288-8883
FAX (403) 286-1999

Contact: Roy Moore, President
Company Founded: 1979
Products and Services: Quest Health Care Technologies specializes in distributing quality furnishings and equipment for nursing homes, seniors residences, extended care and acute care hospitals.

Marketing Activities: Major clients include hospitals and nursing homes.

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Raylo Chemicals
A Division of Terochem Laboratories Ltd.
8045 Argyll Road
Edmonton, Alberta
T6C 4A9
(403) 468-6060
FAX (403) 468-4784

Contact: Matthew Colomb, Commercial Manager
Company Founded: 1963
Sales and Services: Raylo Chemicals (division of Terochem Laboratories Ltd.) is a custom chemical manufacturer and a major producer of specialty reagents such as Oxalyl chloride. The services offered to the pharmaceutical, biotechnology and chemical industry range from chemical process development to pilot plant and commercial production of new and unusual compounds under GMP and with Drug Master File submissions where appropriate.

The Company has built expertise in the field of synthetic nucleoside manufacture and is one of the few firms in North America with medium scale phosgenation capability.
Marketing Activities: The products are marketed to pharmaceutical and biotechnical industries. Raylo Chemicals exports virtually 100% of it products, with major markets in the United States and Western Europe.

S

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Saf-T-Pak Inc.
10450 Mayfield Road
Edmonton, Alberta
T5P 4P4
(403) 486-0211
FAX (403) 486-0235

Contact: Don Collette
Company Founded: 1988
Products and Services: Saf-T-Pak Inc. manufactures packaging systems for the shipment of dangerous goods, specifically infectious substances that are processed or handled by hospitals, labs and research centres.
Marketing Activities: Major clients include the Canadian Red Cross Society, Health and Welfare Canada, Atlanta Centre for Disease Control, hospitals and laboratories.

Packaging by Saf-T-Pak Inc.

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Sigmundson & Associates Ltd.
56 Cunlife Crescent S.E.
Medicine Hat
T1B 1K6
(403) 529-1033

Contact: Gisli Sigmundson, President
Company Founded: 1982
Products and Services: Sigmundson & Associates specializes in the development of medical billing software and custom programming for associated medical projects.
Marketing Activities: Products and services are marketed to Alberta physicians.

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Silent Communication Inc.
2915 Champlain Street
Calgary, Alberta
T2T 3J7
(403) 228-3327

Contact: Elaine Bell, V.P. Product Development
Company Founded: 1988
Products and Services: Silent Communication Inc. specializes in portable telecommunication devices for the deaf. The Company's main product, the Silent Touch portable Telecommunications Device for the Deaf (TDD) addresses the need for independence away from a home base and allows the user access to any telephone with a handset.
Marketing Activities: Major clients

include telephone companies, independent distributors and consumer electronics distributors.

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Silver Glo Picture & Tube Ltd.
12418 - 66 Street
Edmonton, Alberta
T5B 1K4
(403) 474-5056

Contact: Wolfgang Plath, President
Company Founded: 1962
Products and Services: Silver Glo Picture & Tube Ltd. manufactures and supplies CRT replacements, front service mirrors and laboratory glassware.
Marketing Activities: Products are marketed to hospitals, universities and printing industries in western Canada.

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Simo Dow
(A Division of Westwood Manufacturing Ltd.)
3526 - 26 Street N.E.
Calgary, Alberta
T1Y 4T7
(403) 291-1133
FAX (403) 291-9389

Contact: Louis Kelemen Jr., General Manager
Company Founded: 1972
Products and Services: Simo Dow manufactures office and institutional furnishings including desks, tables and seating for a variety of applications.
Marketing Activities: Simo Dow markets their products to health care facilities, universities, businesses and corporations and all levels of government.

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Skytec Emergency Response Systems Ltd.
P.O. Box. 3283
T9E 6M1
Leduc, Alberta
(403) 986-5717

Contact: Wilfred Scheetz, President
Company Founded: 1984
Products and Services: Skytec manufactures and supplies SKYTEC HELPMATE, a medical alert system for people living alone or with medical problems and SKYTEC SECURITY MATE for hospital staff.
Marketing Activities: Products are marketed to hospitals and individuals.

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S.M.F. Special Metal Fabricating
14631 - 119 Avenue
Edmonton, Alberta
T5L 2N9
(403) 453-7074
FAX (403) 453-5214

Contact: Rene Hebers, President
Company Founded: 1986
Products and Services: S.M.F Special Metal Fabricating manufactures custom stainless steel products such as, I.V., trauma or surgical carts and elevator cappings.
Marketing Activities: Products are designed and marketed to hospitals and medical clinics.

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Specialty Contact Lens Ltd.
Lower Level
213, 19 Street N.W.
Calgary, Alberta
T2H 2N9
(403) 283-9506
FAX (403) 283-1014

Contact: Bill Sturm, Director of Research
Company Founded: 1981
Products and Services: Specialty Contact Lens manufactures rigid gas permeable and specialized scleral contact lenses and contact lens manufacturing equipment. It also undertakes R & D into the production processes, lens designs and related materials. Specialty Contact Lens distributes a range of soft contact lenses, special contact lenses and cleaning solutions.
Marketing Activities: Products and services are marketed to ophthalmologists, optometrists, dispensing opticians and contact lens manufacturers. The Company is also extending its sales of scleral lenses and contact lens manufacturing equipment to international markets.

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S.P.I. Synthetic Peptides Inc.
355 Medical Sciences Building
University of Alberta
Edmonton, Alberta
T6G 2H7
(403) 492-3155
FAX (403) 492-7168

Contact: Dr. Paul J. Cachia, Senior Research Scientist/Manager
Company Founded: 1986
Products and Services: Synthetic Peptides Inc. (SPI) was founded as an R & D company to commercialize products in the area of peptide pharmaceuticals, peptide diagnostics and synthetic vaccines. The major thrust of SPI's research activities relates to the development of its patented synthetic vaccine which has been shown to be effective against a wide range of respiratory pathogens.
Performing custom design, synthesis and purification of peptides for a wide range of commercial customers, SPI has developed several product lines including: a family of computer software programs which can be used to assist in the analysis and design of biologically active peptides and proteins, and a range of peptide reference standards for monitoring high performance liquid chromatography (HPLC).
Marketing Activities: Peptide Standards and Software are currently being marketed to biotechnology and pharmaceutical researchers and universities by distributors in North America, Europe and Japan.

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Sundowner Camper Industries Ltd.
R.R. 7
Calgary, Alberta
T2P 2G7
(403) 285-8390

Contact: Glen Williams, President
Company Founded: 1976
Products and Services: Sundown Camper Industries manufactures custom truck mounted field ambulances and first aid stations.
Marketing Activities: Products are marketed within Alberta to ambulance authorities.

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SynPhar Laboratories Inc.
Suite 24
4290 - 91 A Street
Taiho Alberta Center
Edmonton, Alberta
T6E 3V2
(403) 462-4044
FAX (403) 461-0196

Contact: Dr. R. G. Micetich, President and C.E.O.
Company Founded: 1987
Products and Services: SynPhar Laboratories Inc. is involved in the design, synthesis and testing of novel pharmaceutical compounds. SynPhar's areas of interest include: antiviral agents, anticancer agents, antifungal agents, antibiotics, drug targeting and natural products.
Marketing Activities: At present, SynPhar's focus is on the Japanese market, developing compounds through Taiho Pharmaceutical Co. Ltd. (the parent company). It is planned over the next two to three years to establish a manufacturing and marketing operation in North America to distribute both Taiho's and SynPhar's products.

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Techworth Design Ltd.
P.O. Box 3652 Stn. B
Calgary, Alberta
T2M 4M4
(403) 273-8122

Contact: Craig Reilly, President
Company Founded: 1984
Products and Services: Techworth Design Ltd. designs and manufactures custom wheelchair controls such as breath activated; chin drive; head rotation steering; scanner type; computer interface or keyboard modification; transparent joystick interface; or with a repeat/defeat switch.
Marketing Activities: Products are marketed to health care and ex-

Techworth Design Ltd.'s custom wheelchair computer control.

tended care facilities, school divisions, all levels of government and health care related societies and user groups.

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Tomark Compliance Centre
4520 Manilla Road S.E.
Calgary, Alberta
T2G 4B7
(403) 243-0550
FAX (403) 243-4393

Contact: Tom Montgomery, President
Company Founded: 1982
Products and Services: Tomark Compliance Centre provides a wide range of products together with consulting and technical services to assist all types of companies in complying with legislated requirements for the transportation of dangerous goods and hazardous materials in the workplace.
Marketing Activities: Products and services are marketed to hospitals and health care facilities, the Department of National Defence and chemical and oil companies.

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Tycor International Inc.
6107 - 6 Street S.E.
Calgary, Alberta
T2H 1L9
(403) 259-3200
FAX (403) 253-0663

Contact: Will Frey, President
Company Founded: 1978
Sales and Services: Tycor International Inc. is a wholly owned Canadian manufacturer for AC Power Line Conditioners/Filters used in conjunction with medical, military and industrial equipment and by the microprocessing industry. Custom products are available for incorporation into equipment for special applications.
Marketing Activities: Products and services are marketed in Canada, the U.S. and Pacific Rim countries.

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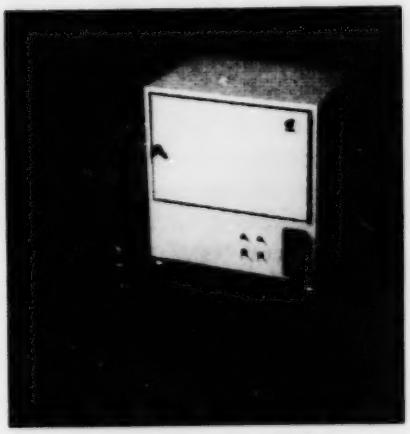
Tyler Research Instruments Corp.
8306 Davies Road
Edmonton, Alberta
T6E 4Y5
(403) 448-1249
FAX (403) 469-2380

Contact: Dr. Jonathan Tyler, President
Company Founded: 1988
Sales and Services: Tyler Research Instruments Corp. designs and manufacturers precision instruments for biomedical research. The present product line consists of horizontal and vertical electrophoresis systems, specialized electrophoresis, elution and transfer systems, devices for microdialysis, ultrafiltration and hybridization, as well as gradient formation and fractionation apparatus. Tyler Research also carries an extensive line of radiation shielding and containment devices. Relatively new additions to the product line are the thermal and temporal control systems, including the TR-96 Thermal Reactor and the HI-12000 Hybridization Incubator.
An additional service supplied by Tyler Research Instruments is Special Applications Engineering, whereby advanced computer assisted design is used to generate and manufacture custom biomedical research instrumentation. This service affords biomedical research scientists the capability to design required devices not commercially available.
Marketing Activities: Major clients include university and hospital laboratories, research institutes and pharmaceutical corporations.



Tyler Research Instruments' HI 1200 Hybridization Incubator.

Unicare Integrated Software Inc.
9829 - 103 Street
Edmonton, Alberta
T5K 0X9
(403) 424-3354
FAX (403) 421-1215

Contact: K.A. Biggs, President
Company Founded: 1988
Sales and Services: Unicare Integrated Software Inc., is a licensee of the Alberta Hospitals involved in marketing of a fully integrated hospitals information systems embracing a full array of financial, patient care and clinical applications. It also develops software to meet specific needs as well as supporting and maintaining healthcare installations.
Marketing Activities: Unicare is actively involved in entry to both U.S. and U.K. health care markets.

USER'S CHOICE
Data Management Technology Inc.
Suite 100, Discovery Place
3553 - 31 Street N.W.
Calgary, Alberta
T2N 2T8
(403) 289-5220
FAX (403) 282-1238

Contact: Valerie Ball, Marketing Representative
Company Founded: 1988
Products and Services: USER'S CHOICE supplies office management systems to medical offices and software systems to hospital departments (operating rooms, processing, etc.) as well as performing contract software development.
Marketing Activities: Products and services are marketed to hospitals and health care facilities and to some industry users groups.

Vista Laboratories Ltd.
8432 - 45 Street
Edmonton, Alberta
T6B 2N6
(403) 468-0020
FAX (403) 465-9732

Contact: Colin Wylie, President
Company Founded: 1976
Products and Services: Vista Laboratories Ltd. manufactures and distributes to laboratories and hospitals, the ISOPLATER 80 and other microbiological laboratory equipment.
Marketing Activities: Products are marketed to laboratories and hospitals.

Vexco Laboratories Inc.
600, 11012 Malleon Trail S.
Calgary, Alberta
T2J 6A5
(403) 271-3883
FAX (403) 278-4655

Contact: P.A. (Pat) Beauchamp, President & C.E.O.
Company Founded: 1987
Products and Services: Vexco has exclusive rights to four pharmaceutical products for "diseased skin disorder" which are in various stages of development.

- ACSOREX™ OTC for the treatment of acne;
- LIPSOREX™ OTC for the treatment of cold sores;
- GENSOREX™ Rx for the treatment of genital herpes; and
- EX-RIASIS™ OTC for the treatment of psoriasis.

The first two products should be on the market by 1991, followed by GENSOREX™ in 1992 and EX-RIASIS™ in 1993. A Canadian patent has been allowed for the "base formulation" which covers all four of Vexco's products.

Marketing Activities: The products will be marketed globally by physician prescription and over the counter sales in pharmacies.

Wemas International Ltd.
636, 36 Avenue N.E.
Calgary, Alberta
T2E 2L7
(403) 276-4451
FAX (403) 277-0725

Contact: Kevin Starozik, President
Company Founded: 1959
Products and Services: Wemas International Ltd. supplies custom design, manufacturing and finishing of hospital food counters, dietary and normal food carts and other stainless steel food processing equipment.

Marketing Activities: Major clients include health care facilities, dairies, restaurants and bakeries.

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Western Research
1313 - 44 Avenue N.E.
Calgary, Alberta
T2E 6L5
(403) 291-1313
FAX (403) 291-1128

Contact: John Jackson/Al Niven, Technical Sales Representatives
Company Founded: 1965
Products and Services: Western Research performs compliance testing and evaluations of biomedical waste incinerators; consulting engineering services on emissions, emission control and impacts; and markets continuous emission monitors for incinerators.
Marketing Activities: Products and services are marketed to hospitals, the oil and gas industries, electric utilities, manufacturing industries and hazardous waste incinerator sites.

Abiotech Systems Inc.
Adaptive Engineering Ltd.
Advance Orthopedic Systems Inc.
Aid-Call (Canada) Ltd.
Alberta Respiratory Services Associates Ltd.
Allwest Commercial Furnishings
Ambucraft Services Ltd.
Anamed Medical Supply
Ankha Nuclear Industries Inc.
Athabasca Research Corporation Ltd.
Biomech Designs Ltd.
Biomedical Inspection Services Ltd.
Biomira Inc.
Biotex Laboratories Inc.
Boreal Laser Inc.
Braman Furniture Manufacturing Ltd.
B.R.E.M. Consulting Services Ltd.
Calgary Orthotic Prosthetic Services (1990) Ltd.
Carbomedics Canada Ltd.
Chembiomed Ltd.
Clinicare Corp.
Comptronic Devices Ltd.
Custom Handicapped Design
D & M Plastics
Demers Metal Industries Inc.
Eco Medical Equipment
Elec Western Medical Devices Ltd.
Fitter International Inc.
Freehand Fibercraft Company Ltd.
Gadallah Enterprises Ltd.
Galron Laboratories Ltd.
Golden Boy Medical Inc.
Harding Instrument Company Ltd.
Healthworks
Health Resources Management Ltd.
HHC - Home Health Care Inc.
Hydra-Gym of Canada Ltd.
Identity Systems International Inc.
Innomed Christie Group Ltd.
Inland Dental Distributors Ltd.
Innovex (Instrumentation Specialties) Ltd.
J.K. Industrial Services Ltd.
Karl Hager Limb & Brace Ltd.
Kern Electronics Inc.
Life Alert Data Inc.
Madenta Communications Inc.
Malliner Laboratories Inc.
Maverick Surgical Inc.
MediForce Corp.
Micro Systems Unlimited
Nazko Developments
Neotrol Technical Services Ltd.
NORAC Group Inc.
Omega Medical Sales, Repair & Manufacturing Ltd.
G.M. Pearson Hazardous Waste Removal
Progressive Research of Technology
Professional Diagnostic Inc.
Pro-Western Plastics Ltd.
Quest Health Care Technologies
Raylo Chemicals
Saf-T-Pak Inc.
Sigmundson & Associates Ltd.
Silent Communication Inc.
Silver Glo Picture & Tube Ltd.
Simo Dow
Skytec Emergency Response Systems Ltd.
S.M.F. Special Metal Fabricating
Speciality Contact Lens Ltd.
S.P.I. Synthetic Peptides Inc.
Sundowner Camper Industries Ltd.
SynPhar Laboratories Inc.
Techworth Design Ltd.
Tomark Compliance Centre
Tycor International Inc.
Tyler Research Instruments Corp.
Unicare Intergrated Software Inc.
USER'S CHOICE
Vista Laboratories Ltd.
Vexco Laboratories Inc.
Wemas International Ltd.
Western Research

Alberta
TECHNOLOGY, RESEARCH
AND TELECOMMUNICATIONS

Industry, Science and
Technology Canada

Industrie, Sciences et
Technologie Canada